



Export Awareness

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Agenda

Export Regulation Awareness

Required Filings

Required Documentation

Shipment Monitoring





Rules of Export Trade

Who wants to know?

- US Census
- Bureau of Industry and Security (BIS)
- Department of State
- Office of Foreign Asset Control

What am I exporting?

- Is it licensable?
- How do I know (ECCN#)?

Where am I exporting to?

- Embargo, Sanctions, Restrictions

Who am I exporting to?

- Denied parties



Electronic Export Information (EEI)

What is it?

- Export Customs clearance
- Statistics collection
- Export regulation reporting

When is an EEI required?

- When the value of a commodity is over \$2500
- When a license is required

When is it submitted?

- Prior to export

Who files it?

- Freight Forwarder on behalf of USPPI



Commercial Documents

- **Commercial Invoice**

A bill for the goods from the seller to the buyer

Used by governments to determine the value of goods when assessing customs duties

- **Packing List**

Itemizes the material in each package

Used by customs officials to verify cargo count

- **Bill of Lading**

Contract between the owner of the goods and the carrier (i.e. forwarder, airline, steamship line, trucking company)

Types:

- Air waybill – non-negotiable document

- Ocean bill of lading – negotiable document

- Truck bill of lading – non-negotiable document

- **Certificate of Origin***

Signed statement as to the origin of the goods

- **Fumigation Certificate***

*Depends on country of import

Packing Note

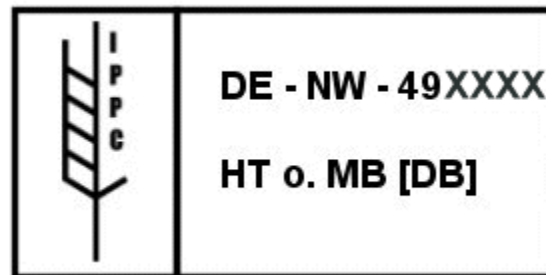


IPPC

International Plant Protection Convention

www.ippc.int

- If importing country is listed USPP must follow “ISPM 15” Guidelines
 1. SWPM Statement/Fumigation Certificate
or
 2. “Wheat Stamp”



Regulation Awareness

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Shipment Monitoring

Shipment Monitoring

- Options
 - Push: Alerts, EDI
 - Pull: Phone customer service, web tracking
- What Info is Critical
 - Transfer, Export, Arrival, Delivery?
- Who Needs it?
 - You, your customer, customs broker...?
- Reporting
 - Audit
 - Performance
 - Analytics

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Before You Export

- Know your customer- are there any red flags?
- Have you screened your parties against the Denied Parties lists?
- Are there any embargoes to the destination country?
- Have you classified your product?
- Is an export license required?
- Have you been asked to make any prohibited or reportable boycott statements?
- Do you have knowledge of any prohibited end-use of your product by your customer or end-user?
- Is an EEI required? If so, who is filing it?
- Have your retained documentation to support your export transaction?
- How will I confirm when goods arrive at my customer?



Exporting from the
USA

BIS Red Flags

1. The customer or purchasing agent is reluctant to offer information about the end-use of a product.
2. The product's capabilities do not fit the buyer's line of business; for example, a small bakery places an order for several sophisticated lasers.
3. The product ordered is incompatible with the technical level of the country to which the product is being shipped. For example, semiconductor manufacturing equipment would be of little use in a country without an electronics industry.
4. The customer has little or no business background.
5. The customer is willing to pay cash for a very expensive item when the terms of the sale call for financing.
6. The customer is unfamiliar with the product's performance characteristics but still wants the product.
7. Routine installation, training or maintenance services are declined by the customer.
8. Delivery dates are vague, or deliveries are planned for out-of-the-way destinations.
9. A freight forwarding firm is listed as the product's final destination.
10. The shipping route is abnormal for the product and destination.
11. Packaging is inconsistent with the stated method of shipment or destination.
12. When questioned, the buyer is evasive or unclear about whether the purchased product is for domestic use, export or re-export.



Thank You!

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Resources